

Changing the game in infrastructure financing

## Who we are

Deutsche Infrastructure S.A. is a global digital infrastructure sourcing, matching and syndication expert for institutional and wholesale investors.

As a service provider to the financial and infrastructure industries, we are matching initiators of large-scale infrastructure projects with investors worldwide.



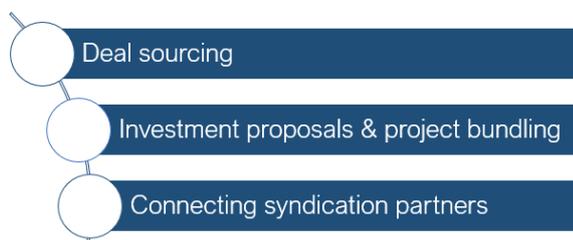
### Solving sourcing and financing challenges

Sourcing suitable infrastructure projects is a major challenge for investors. Even if infrastructure is a highly sought-after asset class, many projects remain unfunded – very often due to a lack of market transparency.

We are changing this situation by making suitable infrastructure projects available.

### Unique value for investors and initiators

Our approach is unique in the market. As a one-stop-shop we combine three connected services:



**For investors** we are unlocking new investment opportunities by providing a plethora of global infrastructure projects to choose from or to build a diversified portfolio. In addition, we are able to find syndication partners.

**For project initiators** we provide access to reliable global financing – initiators can work with a single investor or a portfolio of investors to secure their financing.

### Our sourcing and matching approach

Our sourcing process focuses on private, not publicly tendered projects. Our superior and unique project sourcing, analysis and matching approach combines artificial intelligence (AI) database technology with personal contacts on the ground across the world.

### Country ambassadors around the world

We have built a global network of project scouts, our "country ambassadors". They track down infrastructure projects on site, usually before the projects are known to the broader market.

In a next step, our analysts evaluate these projects, also regarding ESG criteria.

### Digital sourcing platform

Our global infrastructure project database currently includes 780+ large-scale projects with a total value of USD 690 billion. Single projects start at a volume of approximately USD 100 million.

### ESG in focus

The projects on our platform include the whole range of infrastructure segments from renewable energy and social infrastructure to transport.

Many projects meet the criteria of a sustainable or impact investment.

*"Thanks to the wide range of projects on our platform, we can find the perfect match for every investor – be it private debt, mezzanine or private equity."*

## Deutsche Infrastructure project database

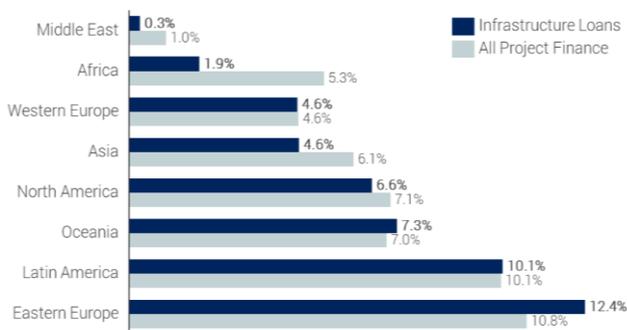


## A strong case for infrastructure

Historically, **infrastructure debt** has offered lower default rates and higher recovery rates than comparable corporate bonds. This is particularly true for projects in the Middle East and Africa.

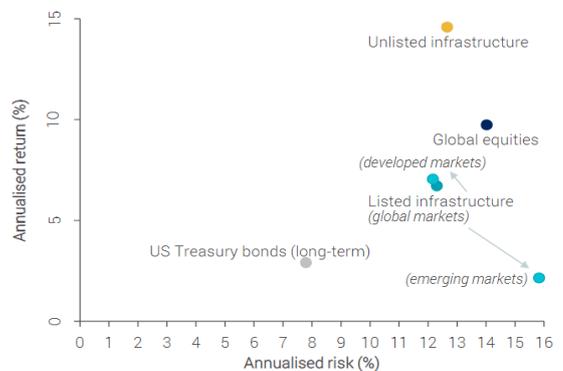
**Unlisted infrastructure equity** has a superior risk-return profile compared to many other asset classes.

The Middle East and Africa have experienced the lowest default rates in infrastructure debt.



Source: Moody's Analytics 2020: [Examining Infrastructure as an Asset Class](#)

## Risk-return (10-year)



Source: [MSCI Gross Returns](#), [EDHECinfra](#), [Damodaran NYU](#), [US T bonds](#)

## Contact

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